

Message Text

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ORIGIN EB-11

INFO OCT-01 EUR-25 ISO-00 CAB-09 CIAE-00 COME-00 DODE-00

INR-10 NSAE-00 RSC-01 FAA-00 L-03 /060 R

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FM SECSTATE WASHDC

TO AMEMBASSY OTTAWA

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E.O. 11652: N/A

TAGS: ETRN, CA

SUBJECT: CIVAIR: US-CANADA CHARTER AIR SERVICE NEGOTIATIONS

REF: STATE 189467

1. NEGOTIATIONS CONTINUED IN WASHINGTON SEPTEMBER 25-26
WITH FURTHER ONE AND A HALF DAY MEETING SCHEDULED
WASHINGTON OCTOBER 3-4 AND PROBABLY A LONGER SESSION
TOWARD END OF OCTOBER (SITE UNDETERMINED BUT US WANTS
WASHINGTON).

2. TALKS SUCCEEDED IN GETTING ALL ISSUES ON TABLE AND
EXPLORED IN SOME DEPTH. CANADIANS OFFERED A MODIFIED
PROPOSAL FOR MARKET SHARES CONCEPT IN SUNSPOT MARKETS ON
WHICH WE DEFERRED FINAL VIEWS BUT AGREED EXPLORE.
DELEGATIONS ALSO GAVE THEIR POSITIONS ON VALUES OF THESE
MARKET SHARES, BUT DID NOT DISCUSS HOW THESE LEVELS
WOULD BE PHASED IN. US POSITION WAS 45 PERCENT CEILING
FOR US AND 70 PERCENT FOR CANADA. CANADIAN POSITION WAS
20 PERCENT FOR US AND 90 PERCENT FOR CANADA IN HAWAII
AND FLORIDA AND 30 PERCENT FOR US AND 80 PERCENT FOR
CANADA IN TOTAL SUNSPOT MARKETS. OTHER MAIN ISSUES
EXPLORED WERE DETAILS OF UPLIFT RATIO, FILING REQUIREMENTS
AND SMALL AIRCRAFT AREA.

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3. CANADIAN POSITION (NOT UNEXPECTEDLY) INCLUDES
NUMEROUS FEATURES DESIGNED TO MAKE IT DIFFICULT FOR
US AIRLINES TO PENETRATE INTO MARKETS NOW EXCLUSIVELY
CANADIAN AIRLINE MONOPOLIES. KISSINGER

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Message Attributes

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